

Message Text

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ORIGIN EA-14

INFO OCT-01 ISO-00 COME-00 EB-11 EUR-25 NSC-10 NSCE-00

CIAE-00 INR-10 NSAE-00 RSC-01 /072 R

DRAFTED BY EA/PRCM:PTLINCOLN,JR.:EBS

APPROVED BY EA/PRCM - OVARMASTRONG

EA/PRCM - CWFREEMAN,JR.

COMM/BEWT/PRC - WCLARKE (INFO)

EB/ITP/EWT -RWRIGHT (INFO)

EUR/WE - RGALLAGHER (SUBS)

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R 142218Z JAN 74

FM SECSTATE WASHDC

TO USLO PEKING

INFO AMCONSUL HONG KONG

AMEMBASSY ROME

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E.O. 11652: N/A

TAGS: EIND, CH, US

SUBJECT: POLYPROPYLENE PLANT SALE

REF: STATE 160030, 8/13/73

1. STANDARD OIL OF INDIANA OFFICIALS CAME IN ON JANUARY 10 TO BRIEF DEPARTMENT OFFICERS ON SUCCESSFUL COMPLETION OF CONTRACT WITH TECHIMPORT FOR SALE OF 35,000 TON/YEAR POLYPROPYLENE PLANT (FINAL PRC APPROVAL OF CONTRACT IS EXPECTED SOON). PROJECT IS A JOINT VENTURE WITH ITALIAN FIRM S.N.A.M. PROGETTI WHICH IS PROVIDING ENGINEERING SERVICES AND PROCURING THE NECESSARY EQUIPMENT (MOSTLY EUROPEAN). STANDARD OIL OF INDIANA IS PROVIDING THE PROCESS TECHNOLOGY. TOTAL CONTRACT IS DOLS 15 MILLION. U.S. FIRM'S SHARE IS DOLS THREE MILLION, DENOMINATED IN DOLLARS. S.N.A.M. PORTION IS DENOMINATED IN LIRE. CONTRACT ALSO CONTAINS PROVISIONS FOR TRAINING OF PRC TECHNICIANS IN U.S. AND ELSEWHERE. STANDARD OIL OF INDIANA

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BELIEVES, ON BASIS OF PLANT SPECS, THAT PROBABLE LOCATION OF PLANT IS NORTHEAST CHINA.

2. STANDARD OIL OFFICIALS INDICATED THAT IN GENERAL DISCUSSIONS WITH CHINESE PROCEEDED SMOOTHLY, WITH THE PRC NEGOTIATORS AS USUAL PAYING METICULOUS ATTENTION TO DETAIL; THEY EXPRESSED APPRECIATION FOR ASSISTANCE PROVIDED BY USLO ECON/COMMERCIAL OFFICERS. STANDARD EXPECTS TO BE INVITED BACK TO PEKING IN FEBRUARY, THIS TIME TO

DISCUSS POSSIBLE SALE OF COMPLETE PLANT TO MANUFACTURE POLYESTER CHIPS. VENTURE WOULD BE IN COOPERATION WITH A BRITISH FIRM. RUSH

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SALES, ENGINEERING, JOINT VENTURES, INDUSTRIAL PLANTS, CHEMICALS, CONTRACTS, TECHNOLOGICAL EXCHANGES
Control Number: n/a
Copy: SINGLE
Draft Date: 14 JAN 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE007992
Document Source: CORE
Document Unique ID: 00
Drafter: PTLINCOLN,JR.:EBS
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740142/aaaaboei.tel
Line Count: 72
Locator: TEXT ON-LINE
Office: ORIGIN EA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: STATE 160030, 8/13/73
Review Action: RELEASED, APPROVED
Review Authority: morefirh
Review Comment: n/a
Review Content Flags:
Review Date: 21 MAY 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21 MAY 2002 by boyleja>; APPROVED <23 MAY 2002 by morefirh>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: POLYPROPYLENE PLANT SALE
TAGS: EIND, CH, US, IT, STANDARD OIL (INDIANA), S N A M PROGETTI
To: PEKING
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005